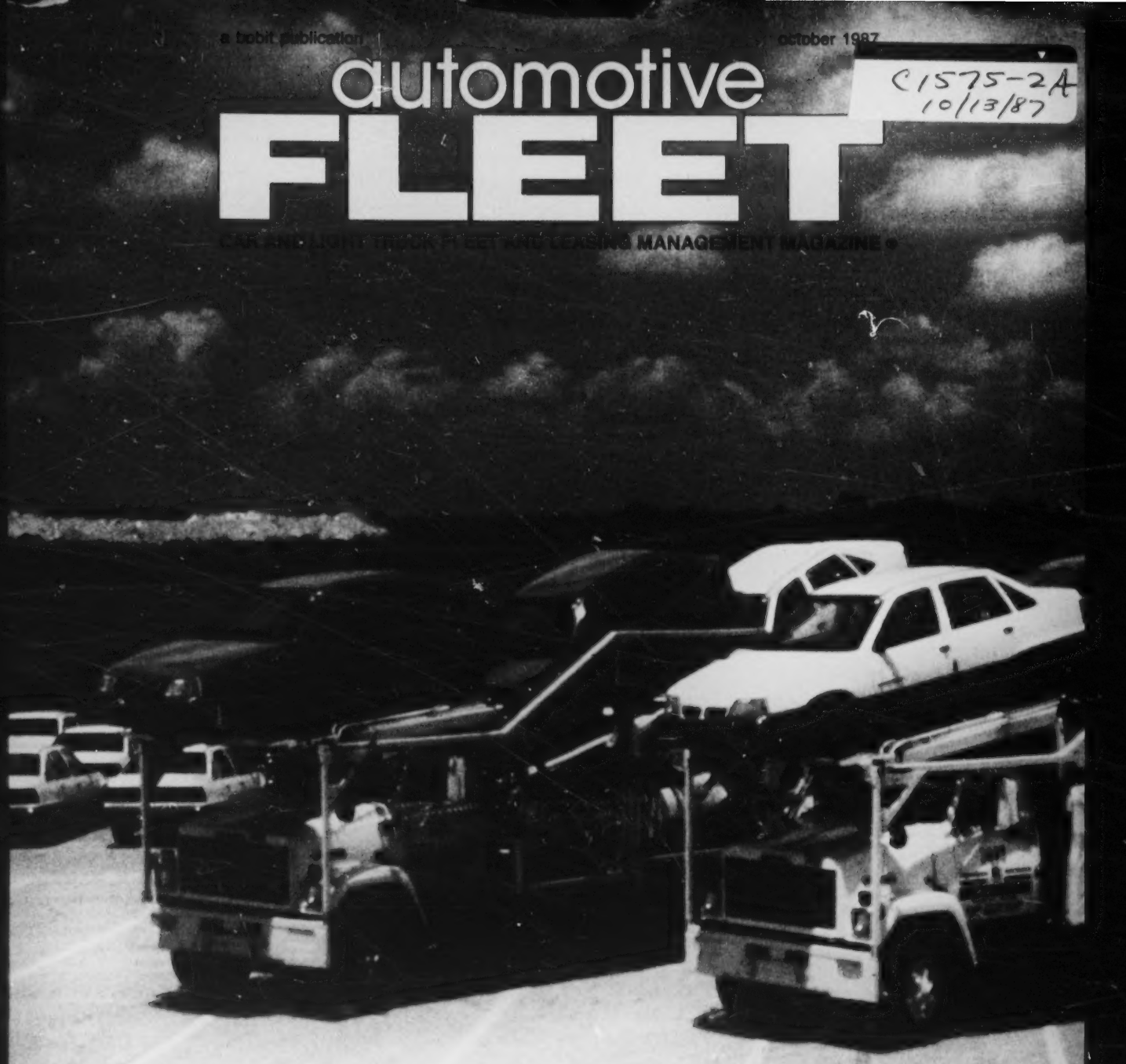
a babbit publication

october 1987

C1575-2A
10/13/87

automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE



'88 Cars and Trucks
Increasing Resale Values
Used-Car Marketing
Food Truck-Body Showcase
Accessorizing Cars

automotive FLEET

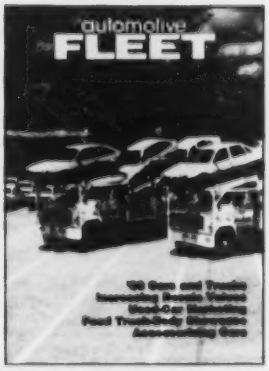
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

OCTOBER 1987
VOL. 26, NO. 12

Influencing the management of 4,720,000 cars and 2,000,000 light trucks and vans in business, leasing, rental, utility, government, police and taxi fleets.

p. 29

p. 102



On the cover: Pontiac's 1988-model LeMans front-wheel-drive subcompacts, fresh from South Korea, head out to dealer showrooms.

Features

29 **1988-Model Cars and Wagons**
Exciting offerings highlighted by GM's all-new GM-10 lineup.

42 **Controlling Tire Costs**
How preventive maintenance can help reduce tire expenses.

49 **The Value of Optional Equipment**
Accessories enhance resale prices and driver morale.

56 **Changes in Used-Car Marketing**
Numbers from NAFA's most recent disposal survey.

66 **Mazda Expands Fleet Marketing**
Strategies that give impetus to Mazda's new direction.

68 **Car Phones on the Rise**
Businesses improve productivity with cellular telephones.

76 **Status Terminology**
Explaining the terms the Big Three use in vehicle ordering.

80 **Odometer Law Violations**
Courts award larger sums to victims of tampering.

84 **Rent-A-Wreck's "Supermarket" Approach**
A daily rental company targets corporate fleets.

93 **Maximizing Resale Values**
An exclusive AF roundtable discussion.

Truck Section

102 **1988-Model Trucks and Vans**
In a stabilized market, GM/Chevrolet pushes a new full-size line.

112 **The Southern Connecticut Gas Company**
This utility fleet keys costs control on downsizing and PM.

116 **Bakery and Food Truck Body Showcase**
A review of specialized vehicles for an important market.

Departments

Letters	11	Used-Car Prices	136
Industry News	14	New Products	138
Hotline	27	Classified	139
Light Truck and Van News	124	Gas Prices	140
Personnel Personals	125	Calendar	141
Leasing	128	Ad Index	141
Rental	131	Editorial	142

AUTOMOTIVE FLEET® (ISSN 0005-1519) is published 13 times a year by Bobit Publishing Company. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Please address ALL correspondence to the Editorial and Executive Offices at 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices — United States: $24 per year, $40 for two years; Canadian $32 per year, $60 for two years. International: $60 per year, $100 for two years. Single copy price — $2.00; Fact Book — $25. Number of cars operated and services must accompany the order. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional entry. Postmaster: Send address changes to Automotive Fleet, 2512 Artesia Boulevard, Redondo Beach, California 90278. Bobit Publishing also publishes *Automotive Fleet, Installation News, Metro, School Bus Fleet, Limousine and Chauffeur, Contemporary Surgery, Contemporary Orthopaedics, Contemporary Ophthalmic Forum, Waterbed, Showcase, Salon Trends,* and *Yankee Trader.*

NAFA's most recent used-car marketing survey indicates that U.S. commercial fleets are holding cars an average of 64,000 miles and 31 months before selling them, with auto auctions remaining the most prevalent means of disposal.

Changes in Used-Car Marketing

Commercial fleets in the United States are keeping their cars longer and operating them more miles this year than last year, before disposing of them, according to results from NAFA's 1987 Used-Car Marketing Survey. Also, public utilities indicated they are driving vehicles more miles before disposal. Only government fleets said they are holding vehicles less time and driving them fewer miles this year over last year.

The annual NAFA survey questions fleet managers on policies regarding length of time and number of miles vehicles are kept in service, how they dispose of vehicles, how prices of used vehicles are determined, and if vehicles are reconditioned prior to disposal. Responses to this year's survey came from 280 commercial fleets, 50 government fleets, and 27 public utilities fleets, for a total of 357. These fleets control 97,785 company-owned and 93,116 leased vehicles.

This year, commercial vehicles sold averaged 31 months in age and had been driven an average of 64,356 miles, whereas last year, commercial fleets held their vehicles an average of 30.2 months/61,029 miles. Public utilities fleets keep their cars longest at 61 months, despite keeping cars five fewer months than last year. Utilities said they increased mileage before disposal of their vehicles by nearly 3,000 miles per car to an average of 81,362 miles. Government fleets kept cars 55 months, nine months fewer than last year, and sold them at 87,231 miles, 4,448 fewer than last year.

Interestingly, the vast majority of respondents said they plan no major changes in the near future in the length of time or number of miles they keep vehicles before selling them. Of those planning major changes (approximately 20 percent) about half said they will *decrease* the number of months they keep cars, while the remainder indicated they will *increase* the number of months they hold cars.

Replacement Policies

According to survey results, average 1986 replacement policies for each group were: commercial fleets-37 months/66,425 miles; government fleets-58 months/78,668 miles; public utilities fleets-67 months/80,158 miles. The same groups said their 1987 average replacement policies would be: commercial fleets-40 months/65,808 miles; government fleets-58 months/77,820 miles; public utilities fleets-65 months/80,176 miles. Projected 1988 replacement policies were: commercial fleets-45 months/64,740 miles; government fleets-49 months/70,793 miles; public utilities fleets-100 months/79,867 miles.

Vehicles Sold

Commercial fleets sold 52,417 vehicles last year, of which 12,460 were 1983 models; 23,404 were 1984s; 11,716 were 1985s, and 4,837 were 1986s. Government fleets sold 2,300 cars, including 1,486 1983 models, 679 1984s, 123 1985s, and 12 1986s. Public utilities fleets sold 652 cars, of which 326 were 1983s; 207 were 1984s; 86 were 1985s, and 33 were 1986s.

As with the past three years, auto auctions and wholesalers continue to be the major market in which commercial fleets dispose of vehicles, with sales to employees second. Government and public utilities fleets also follow this trend, although governments sell few vehicles to employees, relying almost entirely on auctions and wholesalers for used-vehicle disposal.

Employee Sales

To determine the prices of vehicles sold to employees, more than 46 percent of commercial fleets use the Automotive Market Report, while 50 percent of public utilities fleets use the NADA wholesale price. Since so few government fleets sell to employees, data is insufficient for calculation. Responsibility for determining the prices of used vehicles falls on the fleet manager for 75.9 percent of commercial fleets and 64.3 percent of public utilities fleets. Almost all survey respondents — 97.1 percent of commercial fleets, 91.5 percent of government fleets, and 95.8 percent of public utilities fleets sell vehicles as is. Likewise, 88.1 percent, 70.8 percent, and 87.5 percent of these fleets, respectively, do not recondition their cars.

1986-1987 Used Car Marketing Survey Results Comparison

Fleets Responding

	1986	1987	+/-
Commercial Fleets	221	280	+59
Government Fleets	44	50	+6
Public Utilities Fleets	14	27	+13
Total Fleets	279	357	+78

Total Vehicles

Total Vehicles			
Commercial Fleets	174,211	146,224	-27,987
Government Fleets	61,020	30,278	-30,742
Public Utilities Fleets	29,278	14,399	-14,879
Total Respondents	264,509	190,901	-73,608

Average Age of Vehicles Sold

Months			
Commercial Fleets	30.2	31	+.8
Government Fleets	63.9	55	-8.9
Public Utilities Fleets	66.1	61	-5.1
Miles			
Commercial Fleets	61,029	64,356	+3,327
Government Fleets	91,679	87,231	-4,448
Public Utilities Fleets	78,550	81,362	+2,812

Number of Model-Year Cars Sold

	1986	1987	+/-
Commercial Fleets			
1983 Model Year	19,960	12,460	-7,500
1984 Model Year	7,677	23,404	+15,727
1985 Model Year	1,535	11,716	+10,181
1986 Model Year	NA	4,837	+4,837
Government Fleets			
1983 Model Year	1,381	1,486	+105
1984 Model Year	0	679	+679
1985 Model Year	0	123	+123
1986 Model Year	NA	12	+12
Public Utilities Fleets			
1983 Model Year	77	326	+249
1984 Model Year	39	207	+168
1985 Model Year	0	86	+86
1986 Model Year	NA	33	+33

Selling Methods: Number of Cars Sold in Each Category

Commercial Fleets			
Wholesaler/Auto Auction	27,145	26,367	-788
Employee	14,162	15,023	+861
Used Car Dealer	1,773	3,026	+1,253
New Car Dealer (Trade-In)	3,573	3,250	-323
Salvage/Other	NA	3,743	+3,473
Government Fleets			
Wholesaler/Auto Auction	7,653	3,291	-4,362
Employee	0	21	+21
Used Car Dealer	99	25	-74
New Car Dealer (Trade-In)	291	80	-211
Salvage/Other	NA	84	+84
Public Utilities Fleets			
Wholesaler/Auto Auctions	3,444	1,803	-1,641
Employee	348	438	+90
Used Car Dealer	39	399	+360
New Car Dealer (Trade-In)	0	26	+26
Salvage/Other	NA	84	+84

DISPOSAL

Who is responsible for setting the price of vehicles sold to employees?

	Commercial								Utilities
	Drugs & Cosmetics	Food & Beverage	Insurance	Manufacturing-Industrial	Manufacturing-Consumer	Banking/Financial	Other	TOTAL Commercial	
Fleet Manager	74.1%	94.7%	76.7%	75.6%	80.5%	78.6%	65.4%	75.9%	64.3%
Leasing Company	11.1%	0	13.3%	13.3%	14.6%	7.1%	19.2%	13.2%	7.1%
Other	14.8%	5.3%	3.3%	11.1%	4.9%	14.3%	15.4%	10.1%	28.6%
Car Dealer	0	0	6.7%	0	0	0	0	0.8%	
Government								N.A.	

Guidelines used for price determination of vehicles sold to employees:

	Commercial								Utilities
	Drugs & Cosmetics	Food & Beverage	Insurance	Manufacturing-Industrial	Manufacturing-Consumer	Banking/Financial	Other	TOTAL Commercial	
Automotive Market Report	35.7%	50.0%	61.5%	56.4%	45.5%	46.2%	32.7%	46.3%	8.3%
Book Value	35.7%	15.0%	11.5%	32.7%	21.2%	15.4%	28.8%	25.6%	8.3%
Leasing Company Price	39.3%	15.0%	7.7%	16.4%	18.2%	15.4%	23.1%	19.8%	8.3%
NADA Wholesale Prices	7.1%	15.0%	34.6%	20.0%	12.1%	30.8%	17.3%	18.5%	50.0%
Black Book Value	17.9%	25.0%	15.4%	10.9%	15.2%	7.7%	21.2%	16.3%	8.3%
Wholesale Value	10.7%	20.0%	15.4%	12.7%	21.2%	38.5%	7.7%	15.0%	16.7%
Other	14.3%	20.0%	11.5%	9.1%	9.1%	15.4%	11.5%	11.9%	16.7%
Market Value	7.1%	5.0%	7.7%	10.9%	6.1%	0	17.3%	9.7%	8.3%
Government								N.A.	

Note: Percentages do not equal 100% since many respondents use more than one guideline.

Average age of vehicles (in months) sold in 1986

	Commercial								Government	Utilities
	Drugs & Cosmetics	Food & Beverage	Insurance	Manufacturing-Industrial	Manufacturing-Consumer	Banking/Financial	Other	TOTAL Commercial		
Minimum Age Given: 12 mos. Maximum Age Given: 85 mos.	29	27	30	29	27	37	38	31 mos.	55 mos.	61 mos.

Average mileage of vehicles sold in 1986 (per vehicle):

	Commercial								Government	Utilities
	Drugs & Cosmetics	Food & Beverage	Insurance	Manufacturing-Industrial	Manufacturing-Consumer	Banking/Financial	Other	TOTAL Commercial		
Minimum Mileage Given: 24,000 Maximum Mileage Given: 150,000	62,586	63,609	56,849	62,261	63,852	56,350	73,436	64,356	87,231	81,362

Are you planning any major changes in the length of time your cars are kept in service and/or the number of miles they are driven?

Commercial	Commercial								Government	Utilities
	Drugs & Cosmetics	Food & Beverage	Insurance	Manufacturing-Industrial	Manufacturing-Consumer	Banking/Financial	Other	TOTAL Commercial		
Yes	17.1%	8.7%	27.3%	19.3%	19.0%	25.0%	21.5%	19.9%	25.0%	14.8%
No	82.9%	91.3%	72.7%	80.7%	81.0%	75.0%	78.5%	80.1%	75.0%	85.2%

DISPOSAL

Note: The mean is computed by adding all responses and dividing that sum by the total number of responses. The median is that number which, when the numbers are placed in order from lowest to highest, has 50 percent of responses above and below it.

1986 Replacement Policies (Months/Miles)

	Commercial								Government	Utilities
	Drugs & Cosmetics	Food & Beverage	Insurance	Manufacturing-Industrial	Manufacturing-Consumer	Banking/Financial	Other	TOTAL Commercial		
Mean Months	35	33	36	34	42	31	41	37	58	67
Mean Miles	65,559	66,500	58,621	63,391	70,859	57,143	73,973	66,425	78,668	80,158
Median Months	36	36	36	36	36	36	36	36	60	60
Median Miles	60,000	60,000	60,000	60,000	55,000	57,500	60,000	60,000	80,000	75,000

1987 Replacement Policies (Months/Miles)

	Commercial								Government	Utilities
	Drugs & Cosmetics	Food & Beverage	Insurance	Manufacturing-Industrial	Manufacturing-Consumer	Banking/Financial	Other	TOTAL Commercial		
Mean Months	35	32	37	50	42	32	41	40	58	65
Mean Miles	62,500	64,895	58,571	66,568	63,288	62,000	74,766	65,808	77,820	80,176
Median Months	36	36	36	36	36	36	36	36	60	66
Median Miles	55,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	80,000	75,000

1988 Replacement Policies (Months/Miles)

	Commercial								Government	Utilities
	Drugs & Cosmetics	Food & Beverage	Insurance	Manufacturing-Industrial	Manufacturing-Consumer	Banking/Financial	Other	TOTAL Commercial		
Mean Months	35	32	37	51	64	35	42	45	49	100
Mean Miles	61,321	63,235	59,074	64,474	63,250	68,333	71,468	64,740	70,793	79,867
Median Months	36	36	36	36	36	36	36	36	57	60
Median Miles	55,000	55,000	60,000	60,000	60,000	57,500	60,000	60,000	70,000	75,000

Do you recondition your cars?

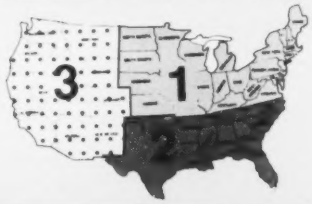
	Commercial								Government	Utilities
	Drugs & Cosmetics	Food & Beverage	Insurance	Manufacturing-Industrial	Manufacturing-Consumer	Banking/Financial	Other	TOTAL Commercial		
Yes	8.6%	8.7%	9.1%	10.7%	12.5%	13.3%	16.7%	11.9%	29.2%	12.5%
No	91.4%	91.3%	90.9%	89.3%	87.5%	86.7%	83.3%	88.1%	70.8%	87.5%

Do you sell your cars as is?

	Commercial								Government	Utilities
	Drugs & Cosmetics	Food & Beverage	Insurance	Manufacturing-Industrial	Manufacturing-Consumer	Banking/Financial	Other	TOTAL Commercial		
Yes	100.0%	95.7%	100.0%	94.6%	92.7%	100.0%	98.5%	97.1%	91.5%	95.8%
No	0	4.3%	0	5.4%	7.3%	0	1.5%	2.9%	8.5%	4.2%

USED CARS

The following are average car prices ending September 2, 1987. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.



Model	Zone 1	Zone 2	Zone 3
85 AMC ALLIANCE			
Sdn 4 Dr L Series	3509	3542	3438
84 AMC ALLIANCE			
Sdn 4 Dr L Series	2561	2585	2510
85 AMC ENCORE			
Sdn 5-Dr S Series	3260	3291	3193
84 AMC ENCORE			
Sdn 5-Dr S Series	2559	2584	2506
85 BUICK SKYHAWK			
Cust Coupe	4380	4423	4293
Cust Sdn	4447	4489	4359
85 BUICK CENTURY			
Cust Sdn	5799	5859	5683
84 BUICK CENTURY			
Cust Sdn	4812	4857	4715
85 BUICK SKYLARK			
Cust Sdn	4319	4363	4234
84 BUICK SKYLARK			
Cust Sdn	3440	3474	3373
85 BUICK SOMERSET REGAL			
Coupe	6273	6337	6148
85 BUICK RIVIERA			
Coupe	10,126	10,228	9925
84 BUICK RIVIERA			
Coupe	8438	8521	8270
85 BUICK LE SABRE			
Cust Sdn	7095	7165	6956
Cust Cpe	7095	7165	6956
85 CADILLAC DE VILLE			
Cpe	10,665	10,769	10,452
Sdn	10,665	10,769	10,452
84 CADILLAC DE VILLE			
Cpe	8122	8199	7959
Sdn	8064	8148	7904
85 CADILLAC SEVILLE			
Sdn	14,704	14,849	14,412
84 CADILLAC SEVILLE			
Sdn	12,188	12,311	11,947
85 CHEVY CHEVETTE			
Htchbk 4 Dr	3008	3036	2947
84 CHEVY CHEVETTE			
Htchbk 4 Dr	2317	2338	2270
85 CHEVY CAMARO			
Cpe	6474	6540	6348
84 CHEVY CAMARO			
Cpe	5413	5465	5304
85 CHEVY CAVALIER			
Sdn	4232	4272	4146
84 CHEVY CAVALIER			
Sdn	3412	3444	3342
85 CHEVY CELEBRITY			
Sdn	5260	5313	5160
84 CHEVY CELEBRITY			
Sdn	4078	4120	4000
85 CHEVY CAPRICE			
Sdn	6702	6764	6566
84 CHEVY CAPRICE			
Sdn	5359	5414	5253
85 CHRYSLER LE BARON			
Cpe	5400	5451	5290
Sdn	5434	5488	5327
84 CHRYSLER LE BARON			
Cpe	4292	4335	4205
Sdn	4292	4335	4205
85 CHRYSLER FIFTH AVENUE			
Sdn	8366	8449	8196
84 CHRYSLER FIFTH AVENUE			
Sdn	7039	7112	6899
85 DODGE OMNI			
Htchbk 4 Dr	3355	3389	3287
84 DODGE OMNI			
Htchbk 4 Dr	2661	2687	2609
85 DODGE ARIES			
Sdn	4026	4067	3947
84 DODGE ARIES			
Sdn	2976	3007	2917
85 DODGE DIPLOMAT			
Sln Sdn	4611	4655	4519
84 DODGE DIPLOMAT			
Sln Sdn	3552	3586	3480
85 DODGE LANCER			
Sdn	5425	5479	5316
85 DODGE 600			
Sdn	5047	5095	4947
84 DODGE 600			
Sdn	3776	3813	3699
85 FORD ESCORT			
Htchbk 4 Dr L Series	3504	3540	3435
84 FORD ESCORT			
Htchbk 4 Dr L Series	2758	2788	2706
85 FORD MUSTANG			
LX-4 Cpe	5049	5100	4947
84 FORD MUSTANG			
L-4 Cpe	4088	4128	4006
85 FORD TEMPO			
GL Sdn 2 Dr	4201	4243	4118
GL Sdn 4 Dr	4270	4315	4185
84 FORD TEMPO			
L Sdn 2 Dr	2802	2827	2745
L Sdn 4 Dr	2853	2881	2798
85 FORD LTD			
Sdn	4481	4527	4392
84 FORD LTD			
Sdn	3354	3389	3289
85 FORD CROWN VIC			
Sdn	7658	7731	7504
84 FORD CROWN VIC			
Sdn	6177	6240	6055
85 FORD THUNDERBIRD			
Cpe	6564	6630	6433
84 FORD THUNDERBIRD			
Cpe	5426	5480	5317
85 LINCOLN CONTINENTAL			
Sdn	13,250	13,385	12,987
Town Car Sdn	11,964	12,085	11,725
Mark VII Cpe	15,910	16,069	15,590
84 LINCOLN CONTINENTAL			
Sdn	10,008	10,108	9806
Town Car Sdn	8895	8983	8718
Mark VII Cpe	9720	9817	9525
85 MERCURY LYNX			
Htchbk 2 Dr	3330	3363	3261
84 MERCURY LYNX			
Htchbk 2 Dr	2623	2647	2567
85 MERCURY COUGAR			
Cpe LS	7264	7335	7119
84 MERCURY COUGAR			
Cpe LS	6016	6077	5895
85 MERCURY TOPAZ			
GS Sdn 4 Dr	4410	4453	4321
84 MERCURY TOPAZ			
GS Sdn 4 Dr	3410	3444	3341
85 MERCURY MARQUIS			
Sdn	4540	4586	4450
84 MERCURY MARQUIS			
Sdn	3409	3441	3337
85 MERCURY GRAND MARQUIS			
Sdn	8076	8156	7914
84 MERCURY GRAND MARQUIS			
Sdn	6524	6589	6394
85 OLDS FIRENZA			
Sdn	4423	4468	4337
84 OLDS FIRENZA			
Sdn	3762	3800	3685
85 OLDS CIERA			
LS Coupe	5721	5780	5608
LS Sdn	5794	5853	5677
84 OLDS CIERA			
LS Cpe	4766	4815	4671
LS Sdn	4821	4869	4726
85 OLDS CALAIS			
Cpe	6198	6260	6075
85 OLDS CUTLASS SUPREME			
Cpe	6458	6523	6331
Sdn	6297	6359	6169
84 OLDS CUTLASS SUPREME			
Cpe	5349	5403	5241
Sdn	5208	5262	5106
85 OLDS DELTA 98			
Rgcy Sdn	8642	8727	8467
84 OLDS DELTA 98			
Rgcy Sdn	7362	7436	7215
85 PLYMOUTH HORIZON			
Htchbk 4 Dr	3351	3385	3284
84 PLYMOUTH HORIZON			
Htchbk 4 Dr	2680	2706	2628
85 PLYMOUTH RELIANT			
Sdn	4026	4069	3947
84 PLYMOUTH RELIANT			
Sdn	2964	2994	2905
85 PLYMOUTH CARAVELLE			
SE Sdn	4908	4956	4809
85 PLYMOUTH GRAN FURY			
Salon Sdn	4703	4746	4609
84 PLYMOUTH GRAN FURY			
Salon Sdn	3645	3681	3570
85 PONTIAC T-1000			
Sdn	3068	3099	3008
84 PONTIAC T-1000			
Sdn	2470	2495	2422
85 PONTIAC SUNBIRD			
Sdn	4400	4444	4312
84 PONTIAC SUNBIRD			
Sdn	3601	3638	3530
85 PONTIAC 6000			
Sdn	5488	5545	5380
84 PONTIAC 6000			
Sdn	4336	4380	4248
85 PONTIAC GRAND AM			
Cpe	6147	6210	6026
85 PONTIAC FIREBIRD			
Cpe	6552	6615	6420
84 PONTIAC FIREBIRD			
Cpe	5443	5500	5336
85 PONTIAC BONNEVILLE			
Sdn	5770	5828	5653
84 PONTIAC BONNEVILLE			
Sdn	4634	4679	4544
85 PONTIAC GRAND PRIX			
Cpe	6337	6402	6212
84 PONTIAC GRAND PRIX			
Cpe	5265	5320	5160
85 PONTIAC PARISIENNE			
Sdn	6833	6899	6696
84 PONTIAC PARISIENNE			
Sdn	5498	5551	5385
85 NISSAN SENTRA			
Dlx Sdn 4 Dr	3315	3348	3250
85 NISSAN STANZA			
XE Htchbk 4 Dr	5069	5120	4967
85 NISSAN MAXIMA			
SE Sdn	8678	8765	8504
84 NISSAN SENTRA			
Dlx Sdn 4 Dr	2610	2635	2558
84 NISSAN STANZA			
XE Htchbk 4 Dr	4082	4125	4001
84 NISSAN MAXIMA			
GL Sdn	6665	6732	6532
85 TOYOTA COROLLA			
Sdn 4 Dr Dlx	4994	5043	4895
85 TOYOTA CAMRY			
Sdn 4 Dr Dlx	6682	6750	6548
85 TOYOTA CRESSIDA			
Sdn	9696	9792	9503
84 TOYOTA COROLLA			
Sdn 4 Dr Dlx	3910	3948	3832
84 TOYOTA CAMRY			
Sdn	5461	5516	5352
84 TOYOTA CRESSIDA			
Sdn	7599	7677	7449
85 VOLKSWAGEN JETTA			
Sdn 4 Dr	5868	5926	5749
84 VOLKSWAGEN JETTA			
Sdn 4 Dr	4389	4432	4301

CLASSIFIED

THE FOUNDATIONS OF LEASING

Available only as a complete set; includes 12 tapes covering a broad spectrum of information for the newcomer to vehicle leasing, 150 page workbook, storage album + shipping included for $179.95

What is Vehicle Leasing?	Deliquencies
Glossary of Terms	Defaults
Understanding Used Cars	Repossessions
Used Car Leasing	Investment Tax Credit
Lease Contracts	Data Processing
Client Obligations	Lease Terminations
Lease Documentation	Vehicle Leasing Sales
Advantages of Leasing	Getting Started
Calculating Lease Rates	Tools & Tech. of Selling
The Vehicle Leasing Co.	Locating & Buying Veh.
Marketing/Sales	Delivering the Vehicle
Credit	Signing the Documents
Insurance	Processing the Lease
Collections	Follow-up

Make check payable to:
Barton Jay Productions
2120 No. Beverly Glen Blvd., L.A., CA 90077

"As recorded from NVLA Seminars"

CANADA

MONTREAL AUTO AUCTION LTD
325 rue Norman
Ville St-Pierre
P.Q., Canada H8R 1A3
Phone (514) 483-6000
WEDNESDAY – 10:00 A.M.

ONTARIO AUTO AUCTION CORP.
406 Lake Ave North
Hamilton, Ontario
Canada L8E 3C2
Phone (416) 560-4851
THURSDAY - 10:00 A.M.

HALIFAX-DARTMOUTH AUTO AUCTION LIMITED
15 Notting Court, Burnside Industrial Park, Dartmouth
N.S., Canada B3B 1N2
Phone (902) 465-3373
TUESDAY – 10:30 A.M.

LAWRENCE AUTO AUCTION EXCHANGE LTD.
12742 King George Hwy
Surrey, British Columbia
Canada V3V 3K5
Phone (604) 580-0011
TUESDAY 6:30 P.M.
SATURDAY 10:30 A.M.

WINNIPEG AUTO AUCTIONS INC.
Box 19, Group 242, R.R. 2
Winnipeg, Manitoba
Canada R3C 2E6
THURSDAY - 11:00 A.M.

BERGEN AUTO WHOLESALERS, INC.

WE PURCHASE CARS & TRUCKS NATIONWIDE!

Nationwide Fleet Wholesalers
20 Owned Locations

Serving fleet administrators, corporate fleet accounts, leasing companies, banks, etc. High mileage automobiles, late model mechanical. Nationwide salvage disposal, detailed conditioned reports. Guaranteed 24-hour pick-up. Specializing in the TRI-STATE area. Over 30 years of fleet experience.

Steve Rosenfeld:
BERGEN AUTO WHOLESALERS, INC.
56-42 Cloverdale Blvd.
Bayside, New York 11364
(718) 721-6600
(718) 932-CARS
(Salvage Hotline)
24-Hour Phone Service

ATLANTA
FT. WAYNE VEHICLE AUCTION
FT. WAYNE

Specializing In Fleet & Leasing Vehicles

- Weekly Fleet & Leasing Sales
- Weekly Heavy Duty Truck Sales (Largest Stationary Truck Auction in U.S.)
- Pick up Service with company owned Transportation in 12 state area daily & anywhere in U.S.
- Accurate detailed condition reports
- Cars and Light Duty Trucks Tuesdays
- Heavy Duty Trucks & Trailers Wednesday

Call for current market info:
Ft. Wayne (800) 331-2150
Atlanta (800) 223-2150

WANTED

1985 or 1986 Ford Ltd.'s — 6 cylinder, auto., air. Mileage between 20,000 & 40,000 mi. Anywhere on East Coast

Contact Bill:
(518) 383-3200

GAS PRICES

UNLEADED

City	Cost Per Gallon Unleaded Full-Serve	Self-Serve
Sacramento, CA	143.6	99.2
Denver, CO	137.4	116.5
Washington, D.C.	139.4	104.3
Tampa, FL	137.6	98.9
Augusta, GA	120.4	93.4
Honolulu, HI	167.4	138.7
Waterloo, IA	141.0	107.0
Kansas City, KS	107.4	98.4
New Orleans, LA	111.9	93.7
Worchester, MA	109.9	91.9
Detroit, MI	132.3	101.1
Las Vegas, NV	115.9	87.4
Rochester, NY	99.9	92.9
Dayton, OH	132.9	91.4
Houston, TX	126.4	88.7

Survey conducted during the first five working days of September 1987.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.